



Source Selection Evaluation

Customers View

Presented by:
Ernie Reid
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CUSTOMER VIEW

- **INTERESTING PROCESS, NO REGRETS**
- **GAIN UNDERSTANDING OF THE A76 PROCESS**
- **GAIN UNDERSTANDING OF THE “DEPOT” SIDE OF THE BUSINESS.**
 - **FRONT END OF LOGISTICS BUSINESS**
 - **THE TOUR IS WELL WORTH THE TIME**



CUSTOMER VIEW

- **ALLOWS THE OPPORTUNITY TO DISSECT THE DEPOT PROCESSES**
- **PROVIDES OPPORTUNITY TO UNDERSTAND**
 - **READING PERFORMANCE PLAN**
 - **AMENDMENTS**
 - **DISCUSSIONS WITH DEPOT TRAINED PERSONNEL**
- **CAN GET A LITTLE INVOLVED IN UNDERSTANDING THE KEY METRICS**



GROUP DYNAMICS

- **FORMING, STORMING AND NORMING**
- **MEETING IN SMALL CONFERENCE ROOM, READING MULTIPLE PROPOSALS**
- **EVALUATION AFTER READING EACH SECTION ESSENTIAL TO DEVELOPING A FAIR ASSESMENT. ALLOWS CLARIFICATION AND ASSESMENT OF UNDERSTANDING**



GROUP DYNAMICS

- **STORMING: A FREQUENT AND NECESSARY EVIL**
- **MUST LIMIT “GROUP THINK” AS MUCH AS POSSIBLE**
- **REMOVE ONESELF FROM DAILY WORK ENVIRONMENT**



SUGGESTIONS

- **UNDERSTAND THE MECHANICS OF THE REVIEW PROCESS PRIOR**
- **KNOWLEDGE OF THE ANALYSIS TOOLS AVAILABLE AND HOW TO APPLY THOSE TOOLS ARE VERY HELPFUL**
- **WORK TO THE STRENGTHS OF TEAM MEMBERS**



SUGGESTIONS

- **UNDERSTAND THE FINAL REPORT AND BRIEFING FORMAT**
- **INTERACTION OF THE LEGAL TEAM IS HELPFUL**
- **MUST STAY OBJECTIVELY FOCUSED TO THE TASK**
- **AT THE END OF THE DAY**